



ANNUAL REPORT 1999

INDIANA DISTRICT OFFICE

U.S. Small Business Administration

Indiana District Office

Annual Report

Fiscal Year 1999

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U.S. Small Business Administration



Aida Alvarez
Administrator



Marcus Gray
Acting Regional
Administrator



Jan Wolfe
Indiana District Director

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve the free competitive enterprise, and to maintain and strengthen the overall economy of our nation. Small business is critical to our economic recovery, to building America's future, and to helping the United States compete in today's global marketplace. Through its extensive network of field offices and partnerships with other public and private organizations, SBA is able to deliver its services to the most remote areas of the country.

Small businesses are the backbone of the American economy. They create two of every three new jobs, represent 99.7% of all employers, and invent more than half the nation's technological innovations.

The SBA Indiana District Office is responsible for the delivery of the agency's numerous programs and services to the 92 counties in the state. The office is located at 429 North Pennsylvania Street, Suite 100, Indianapolis, Indiana. Office hours are from 8:00 a.m. to 4:30 p.m., Monday through Friday.

FY 1999 TOTALS

7(a) Guaranty Loans

Total Loans: 508

Gross: \$109,715,000
(Total loan amount)

504 Certified Development Company Loans

Total Loans: 114

Gross: \$38,023,000
(Total SBA debenture)



Three Year Comparison

	1997	1998	1999
7(a) Guaranty Loans	389	416	508
Gross Dollars	\$78,963,908	\$92,955,000	\$109,715,000
504 CDC Loans	97	102	114
Gross Dollars	\$28,951,000	\$29,900,999	\$38,023,000

SBA Programs

7(a) Loan Guaranty

The program is designed to promote small business formation and growth by guaranteeing long-term loans to qualified firms. Loans are available for many business purposes, such as real estate, expansion, equipment, working capital, or inventory. The SBA can guarantee 75 percent of the loan amount up to \$750,000. For loans of \$100,000 or less, the guaranty rate is 80 percent. The interest rate is not to exceed 2.75 over the prime lending rate. Maturities are up to 10 years for working capital and up to 25 years for fixed assets.

504 Certified Development Companies (CDCs)

The 504 Program provides, through certified development companies, long-term, fixed-rate financing to small businesses to acquire real estate, machinery and equipment for expansion of the business or modernization of facilities. Typically, 504 loan proceeds are provided as follows: at least 10 percent by the borrower, 50 percent by an unguaranteed bank loan, and the remainder by an SBA-guaranteed debenture. The maximum SBA debenture is \$1 million.

Low Documentation Loan (SBA LowDoc)

The purpose of this streamlined program is to reduce the paperwork involved in loan requests of \$150,000 or less. Under LowDoc, the SBA uses a one-page application and relies on the strength of the individual applicant's character and credit history. The applicant must first satisfy all of the lender's requirements. The lender may then request a LowDoc guarantee of up to 80 percent for loans up to \$100,000, and up to 75 percent for loans between \$100,000 and \$150,000.

SBA Express

SBA Express loans help small businesses start, build, or grow. Lenders participating in the program can use their own forms and processes to approve loans in amounts up to \$150,000, provide minimal paperwork to the SBA to obtain a 50 percent guaranty on the loan, and take most servicing actions without prior approval by the SBA.

8(a) Business Development Program

The 8(a) Program assists the development of small firms owned and operated by individuals who are both socially and economically disadvantaged. By extending government contracting preferences and other business development support, it helps these firms gain access to the economic mainstream.

During Fiscal Year 1999, the Indiana District Office reviewed, negotiated, and processed:

**56 New Contract Actions and
Contract Modifications
valued at \$30.8 million
in 8(a) activity for the State of Indiana**



and 16 new 8(a) applications.

Exceeding \$30 million this fiscal year, the 8(a) Program is another example of how SBA assists socially and economically disadvantaged firms develop so they may contribute to the Indiana economy.

Small Business Development Centers

In partnership with the SBA, the Small Business Development Center (SBDC) Program provides management assistance to current and prospective small business owners. SBDCs offer one-stop assistance by providing a wide variety of information and guidance. The program is a cooperative effort of the private sector, the educational community, and federal, state, and local governments. Its purpose is to enhance economic development by providing management and technical assistance to small businesses. Indiana's SBDC Network is comprised of a Lead Center, headed by Debbie Bishop, in Indianapolis and 14 regional centers across the state.

During the past year, the SBDC counseled over 4,249 clients for a total of 18,403 hours. Offering 437 workshops, seminars, and conferences that addressed a variety of topics, the SBDC Network had more than 5,702 attendees at their training programs which resulted in 18,761 training hours.

Network Lead Center	(317) 264-2820
Bloomington Area	(812) 339-8937
Columbus	(812) 372-6480
East Central Indiana	(765) 284-8144
Indianapolis	(317) 261-3030
Kokomo/Howard County	(765) 454-7922
Greater Lafayette Area	(765) 742-2394
Northeast Indiana	(219) 426-0040
Northwest Indiana	(219) 762-1696
Richmond/Wayne County	(765) 962-2887
South Bend Area	(219) 282-4350
Southeastern Indiana	(812) 265-3127
Southern Indiana	(812) 945-0266
Southwestern Indiana	(812) 425-7232
Terre Haute Area	(812) 237-7676

SCORE

The Service Corps of Retired Executives (SCORE) is a program sponsored by the SBA that matches volunteers with small businesses that need expert advice. Volunteers, whose collective experience spans the full range of American enterprise, share their management and technical expertise with present and prospective owners and managers of small businesses, free of charge. The Indianapolis SCORE Chapter presents a one-day seminar at Ivy Tech State College, One West 26th Street, Indianapolis. To cover meeting expenses, a nominal advance registration fee of \$25 per person is charged. If additional room is available, walk-in registration is \$30.

State totals show 8,440 counseling hours were devoted to 3,632 counseling sessions. Also, 132 workshops were conducted with 2,432 individuals in attendance.

SBA Indiana SCORE Office Locations

Anderson	(765) 642-0264
Bloomington	(812) 339-8937
Columbus	(812) 379-4457
Elkhart	(219) 293-1531
Evansville	(812) 426-6144
Fort Wayne	(219) 422-2601
Gary	(219) 882-3918
Indianapolis	(317) 226-7264
Kokomo	(765) 457-5301
Logansport	(219) 753-6388
Marion	(765) 668-5421
New Albany	(812) 945-0054
South Bend	(219) 282-4350

SBA Indiana Certified Development Companies

Statewide

Indiana Statewide Certified Development Corp.
8440 Woodfield Crossing, Suite 315
Indianapolis, IN 46240
(317) 469-6166

Allen County

Community Development Corporation
840 City-County Building
Fort Wayne, IN 46802
(219) 427-1127

Lake, Porter, LaPorte, Newton, Jasper, Starke, and Pulaski Counties

Northwest Indiana Regional Development Corporation
6100 Southport Road
Portage, IN 46368
(219) 763-6303

Marion, Boone, Hendricks, Morgan, Johnson, Shelby, and Hancock Counties

Premier Capital Corporation
11 South Meridian Street, Suite 504
Indianapolis, IN 46204
(317) 974-0504

St. Joseph County

Business Development Corporation
1200 County-City Building
South Bend, IN 46601
(219) 235-9278

Associate Indiana Certified Development Companies

Hammond

Hammond Development Corp.
649 Conkey Street
Hammond, IN 46324
(219) 853-6508

Lake County

Northwest Indiana Business Development Co.
4525 Indianapolis Boulevard
East Chicago, IN 46312
(219) 391-8205

Vanderburgh, Gibson, and Posey Counties

Metro Small Business Assistance Corporation
306 Civic Center Complex
Evansville, IN 47708
(812) 426-5857

An Associate CDC can counsel prospective borrowers and assist with the preparation of 504 loan packages. The application must be submitted to the SBA by one of the active CDCs.

SBA Indiana Certified Lenders

The most active and expert SBA lenders qualify for the Certified and Preferred Lender's Programs. Certified Lenders receive a partial delegation of authority to approve loans. Preferred lenders enjoy full delegation of lending authority.

Bank One, Indianapolis, NA
Bank One Center/Tower
111 Monument Circle, Suite 971
P.O. Box 7700
Indianapolis, IN 46277
(317) 321-3000

Centier Bank
1500 119th Street
Whiting, IN 46394
(219) 659-0043

Citizens Bank of Western Indiana
350 Wabash Avenue
Terre Haute, IN 47808
(812) 462-0222

The Citizens National Bank of Evansville
20 NW Third Street
P.O. Box 778
Evansville, IN 47705
(812) 464-3400

Fifth Third Bank of Central Indiana
251 North Illinois Street, Suite 1000
Indianapolis, IN 46204
(317) 383-2412

1st Source Bank
110 North Michigan
P.O. Box 1602
South Bend, IN 46334
(219) 235-2000

Union Planters Bank, NA
One Indiana Square
Indianapolis, IN 46204
(317) 221-6044

SBA Indiana Preferred Lenders

AMRESKO Independence Funding, Inc.
700 North Pearl Street, Suite 2400
Dallas, TX 75201
(214) 720-1776

Associates Commercial Corp. of Delaware
300 Ease Carpenter Freeway, Suite 1250
Irving, TX 75062
1-800-533-5600

Bank of America, F.S.B.
101 West Ohio Street, 20th Floor
Indianapolis, IN 46204
(317) 977-2925

Busey Business Bank
10321-B North Pennsylvania Street
Indianapolis, IN 46280
(317) 574-1540

Business Loan Center
1301 North Hamilton Street, Suite 200
Richmond, VA 23230
1-888-333-6441

Bank First National
(First National Bank of Zanesville)
8900 Keystone Crossing, Suite 1075
Indianapolis, IN 46240
(317) 816-8860

First Union Small Business Capital
10401 North Meridian Street, Suite 300
Indianapolis, IN 46290
(317) 581-6275

GE Capital Small Business Finance Corp.
635 Maryville Center Drive
St. Louis, MO 63141
(314) 205-3500

Heller First Capital
101 West Ohio Street, 20th Floor
Indianapolis, IN 46204
(317) 684-6950

Huntington National Bank of Indiana
201 North Illinois, Suite 1800
Indianapolis, IN 46204
(317) 237-2540

KeyBank
6406 Castle Way Court
Indianapolis, IN 46250
(317) 579-4016

National City Bank of Indiana
One National City Center, 700E
Indianapolis, IN 46255
(317) 267-8887

Newcourt Small Business Lending Corp.
973 North Shadeland Avenue
Indianapolis, IN 46219
(317) 357-7110

Norwest Bank Corporation
Calhoun-Isles Office
1455 West Lake Street
Minneapolis, MN 55479
(612) 667-2836

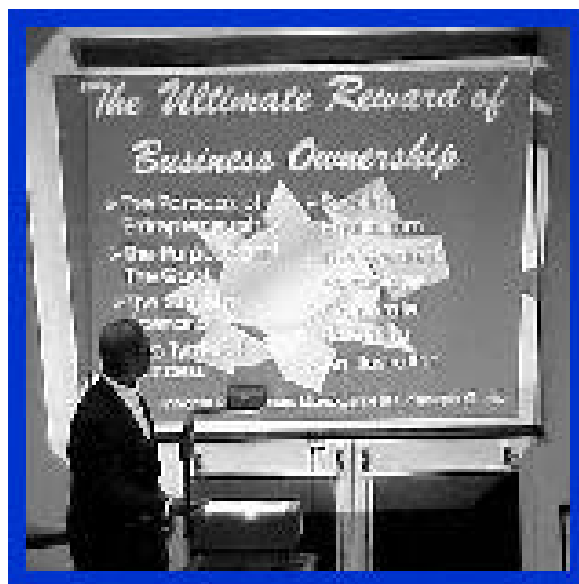
PNC Bank
10901 Pendleton Pike
Indianapolis, IN 46236
(317) 826-8067

Transamerica Small Business Capital
7 North Laurens Street, Suite 601
Greenville, SC 29601
(864) 232-6197

Union Federal Savings Bank
45 North Pennsylvania Street
Indianapolis, IN 46204
(317) 269-4723



Jan Wolfe presents James Trotter Indiana's Minority Small Business Person of the Year Award during the state's celebration of Minority Enterprise Development Week. Trotter is owner of Indianapolis' Trotter Construction.



The SBA promoted its resources and efforts at the Black Expo Summer Celebration '99. A seminar and resource room focused on the financial and technical assistance programs available.

'99 Highlights



SBA's HUBZone Program was announced in late August by District Director Jan Wolfe. Joining Jan in remarks were (left to right) Marcus Gray, SBA Acting Regional Administrator, Indiana 10th District Congresswoman Julia Carson, Indianapolis Urban League President Sam Jones, and Charles Morford, owner of RCT, Inc., the first Indiana business to receive HUBZone certification.



The SBA presented numerous events and activities to promote awareness of the Y2K millennium problem. The office's front window countdown display was popular among commuters.



National Small Business Week was celebrated May 30th - June 5th. The highlight of Indiana's festivities was the SBA Winner's Circle Awards Dinner held at the Indiana Roof Ballroom the evening of June 3rd. Lieutenant Governor Joe Kernan was the keynote speaker. In addition to numerous other awards and recognition, Tim Lybrook, president of Bloomington's Teletron, Inc. was presented the award for Indiana's Small Business Person of the Year.



Mike Hasler (left), SBA Contract Negotiator, visited with Damon Bailey of Hawkins-Bailey Warehouse, Inc. during the Annual Crane Business Fair held in the fall at the Crane Naval Weapons Support Center.



SBA's Greg Gorski (right) discusses the agency's resources with Mr. Javier Amezcua, owner of El Sol De Tala, during a walking tour of one of Indianapolis' rapidly growing Hispanic business areas. Gorski, along with Debbie May, head up the office's Hispanic Outreach effort.

INDIANA DISTRICT OFFICE STAFF

Executive Direction



Jeff Brolin

Information Resource Manager

Carol Burgess

Program Assistant

Terri Denison

Deputy District Director



Darrell Mowery

Public Information Officer

Jan Wolfe

District Director

Administrative Division



Vernice Mathis

Office Automation Clerk

Peg Parrish

Collateral Cashier



Mary Robbins

Office Services Clerk

Connie Secrest

Administrative Officer

INDIANA DISTRICT OFFICE STAFF

Legal Direction



Darlene Ballantyne
Legal Instruments Examiner
Mike Jordan
District Counsel
Francine Protopgere
Attorney

Business Development & Minority Enterprise



Joyce Able
Business Development Specialist
John Flanagan
Business Development Specialist
Mike Hasler
Contract Negotiator



Sharon Marshall
Business Opportunity Specialist
Deborah May
Office Automation Assistant
Betty McDonald
Assistant District Director BD/MED



Dick Plaster
Business Development Specialist
Kathy Ragland
Business Opportunity Specialist
Paul Wyatt
Business Development Specialist

INDIANA DISTRICT OFFICE STAFF

Economic Development



Marty Anderson

Loan Processing Assistant

Chuck Bates

Loan Specialist

John Bates

Assistant District Director/ED



Mark Beckman

Loan Specialist

Ronda Crouch

Loan Liquidation Assistant

Carl Duke

Loan Specialist



F. Dean Edwards

Chief, Finance

Greg Gorski

Loan Specialist

Kevin Jessup

Loan Specialist



Sandy Pflum

Loan Specialist

SBA INDIANA DISTRICT OFFICE ADVISORY COUNCIL

The SBA Indiana Advisory Council is comprised of individuals in public and private industry who have joined in a common cause.

The mission of the Indiana Advisory Council is to assist the SBA Indiana District Office in providing superior service to its customers. This will be done by reviewing and evaluating its programs, goals, and services, educating its customers, advising the agency and advocating for change as necessary.

Members

Steve Beck, Chairman	David Amick	Debbie Bishop
Edward Bowman	Scott Burns	James Edwards
Carol Evans	Dan Fehrenbach	Lydia Vargas-Fuller
Charles Garcia	Dennis Henson	Steve Howard
Noel Hupp	Daniel Jones	William King
Toby Malichi	Thomas McDermott	Patrick McMahon
Wayne Patrick	William Shannon, III	Thomas Stoughton
Betty Williams	Jean Wojtowicz	

SMALL BUSINESS ADMINISTRATION INDIANA DISTRICT OFFICE

**429 N. Pennsylvania Street, Suite 100
Indianapolis, IN 46204-1873
(317) 226-7272**

**TTD-Hearing Impaired - (317) 226-5338
SBA Home Page - <http://www.sba.gov>**